THE WEEKLY OF
BUSINESS AVIATION

Vol. 53 No. 16 | INTELLIGENCE | Page 149

AMR SERVICES is increasing marketing efforts for its Alliance aircraft charter program now that it has a fleet of nearly 80 aircraft cleared to fly under AMR Combs' operating certificate. One aspect of the marketing effort still being developed is a close tie-in with American Airlines, the charter operation's affiliate AMR unit. Alliance charter marketers plan to tie into American's Sabre reservations system, not only for scheduling purposes but also to identify potential Alliance customers who are frequent travelers on the scheduled airline. Alliance customers also will have access to American's Admirals Club airport lounges. While it may take some time to incorporate those aspects of the program, Alliance officials are confident the links with Sabre and American will ultimately give them a significant advantage over similar programs being conducted by other charter operators.

REPRESENTATIVES of a group of Piper Malibu owners and operators, who have been frustrated by the government's delay in clearing the Malibu for unrestricted flight operations, plan to meet with National Transportation Safety Board Chairman James Kolstad this Friday. The group, which has retained former FAA Administrator Langhorne Bond, includes about 75 Malibu owners. Bond said the group has been encouraged by recent indications that NTSB, which has had to cope with several major airline accident investigations since the Malibu situation arose, has been able to spend more time on analysis of the Malibu accidents in recent weeks. The Malibu owners generally believe there is nothing wrong with the airframe or systems in the Malibu and that pilot error played a major role in each accident.

THE TORT REFORM movement continues to pick up support in the House with over 130 representatives co-sponsoring Rep. J. Roy Rowland's (D-Ga.) general product liability reform legislation, H.R.3030. The bill was introduced in July with 100 co-sponsors. H.R.3030 is the counterpart to the Senate version, S.640, which was passed out of the Commerce Committee a week ago *(BA, Oct. 7/143)*.

COMPETITION in the air taxi charter business is so intense that [the price of] "every trip is negotiable," according to an executive with a large West Coast charter operator *(BA, Oct. 7/141)*. Because of a decline in charter activity due to the recession, "this industry is rife with people who will do anything for cash flow," he said, adding that some charter firms are "doing anything to keep aircraft busy, even charging [customers] less than direct operating costs." The same executive says the current outbreak of predatory pricing is squeezing profit margins for everyone in the charter industry.

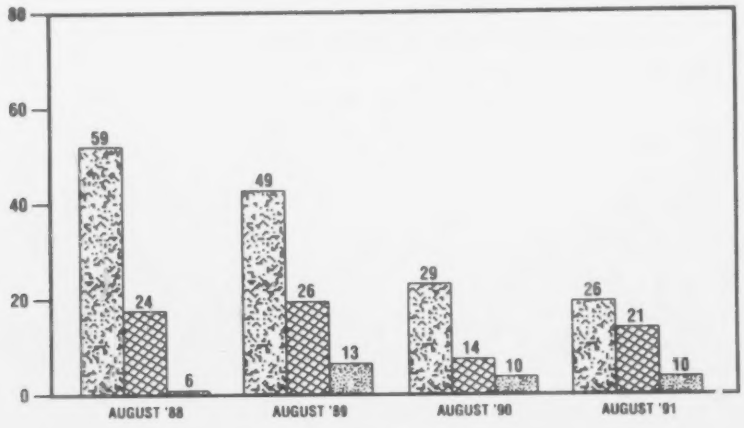
FALCON JET OFFICIALS confirmed that Dassault Aviation and the Soviet Mikoyan-Gurevich Design Bureau have discussed the possibility of a joint venture to develop a regional airliner. One official, however, stressed that the talks are still in the "exploratory" stage, adding that Dassault and MiG have not formally signed any agreement yet or set design goals. Some reports have suggested that the aircraft would be a derivative of the Falcon 900B business jet.

CONFERENCE REPORT on the fiscal 1992 transportation appropriations bill, H.R.2942, includes language prohibiting the Federal Aviation Administration from closing any flight service station until nine months after FAA Administrator James Busey submits an auxiliary flight service station plan. Busey told Congress in April that he expects the FAA to report to Congress on the plan by the end of October *(BA, April 15/156)*. *See related article on Page 153.*

NOW ONLINE WORLDWIDE

The Weekly of BUSINESS AVIATION • 1156 15th Street, N.W. • Washington, D.C. 20005 • 202-822-4600 • FAX 202-293-2682 • **Dave Collogan**/Editor, **Kerry Lynch**/Assistant Editor, **Martin Sibley**/Senior Copy Editor, **Tom Woodall**/Publisher • Published weekly by the Aviation Week Group of McGraw-Hill, Inc., 1221 Avenue of the Americas, New York, N.Y. 10020. (ISSN No. 0509-9528/90) • **Officers of McGraw-Hill, Inc.**; Joseph L. Dionne, Chairman, President and Chief Executive Officer; Robert N. Landes, Executive Vice President, General Counsel, and Secretary; Harold W. McGraw, III, Executive Vice President; Frank D. Penglase, Senior Vice President, Treasury Operations; and Kenneth E. Gazzola, Executive Vice President, Aviation Week Group. • Subscription rates: Within the U.S., one year $450, 6 months $290. Quantity rates on request. Mailed first class. COPYRIGHT © 1991 by McGraw-Hill, Inc. All rights reserved. None of the content of this publication may be reproduced, stored in a retrieval system, or transmitted in any form or by any means (electronic, mechanical, photocopying, recording or otherwise) without the prior written permission of the publisher.

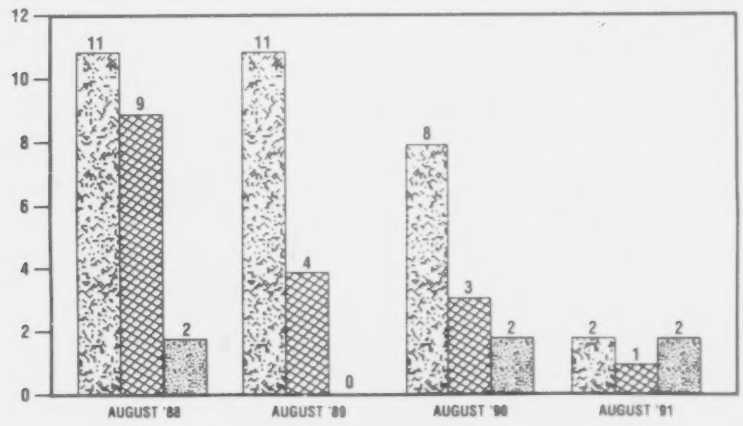
USED RETAIL JET DELIVERIES — NORTH AMERICA



FOR AUGUST OF 1991

LIGHT	MEDIUM	HEAVY
SN601 Corvette Beecher 400 Citation I + II Falcon 10 + 100 I.A.I. 1121 A/B/C Commodore Jet Lear Jet 23/24/25/28/29/35/36 MU300 Diamond I/II/A2 MS760 Paris Jet	Citation III Falcon 20/200 BAE 125 (All Models) I.A.I. 1123/1124/1124A Westwind I.A.I. 1125 Astra Lear Jet 55/55E/55L/55SL/55C Sabreliner (All Models)	CL600/601 Challenger Falcon 50/900 G1159 Gulfstream 2/2B/3/4 Lockheed Jetstar (All Models) All Airliner Type Jets Such as Boeing 707 and similar type aircraft

USED RETAIL JET DELIVERIES — OUTSIDE NORTH AMERICA



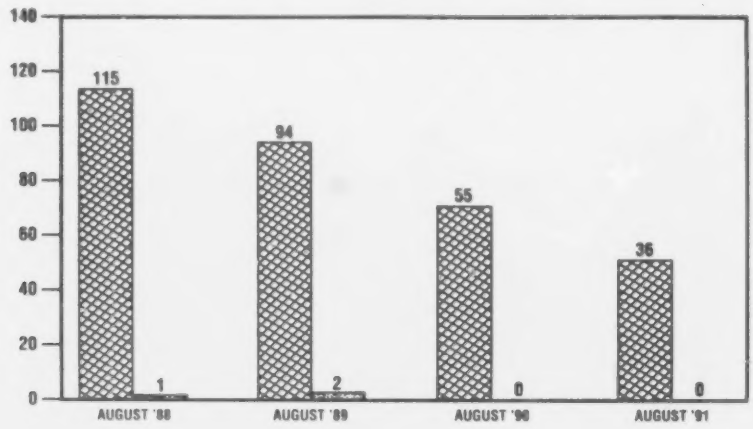
FOR AUGUST OF 1991

LIGHT	MEDIUM	HEAVY
SN601 Corvette Beecher 400 Citation I + II Falcon 10 + 100 I.A.I. 1121 A/B/C Commodore Jet Lear Jet 23/24/25/28/29/35/36 MU300 Diamond I/II/A2 MS760 Paris Jet	Citation III Falcon 20/200 BAE 125 (All Models) I.A.I. 1123/1124/1124A Westwind I.A.I. 1125 Astra Lear Jet 55/55E/55L/55SL/55C Sabreliner (All Models)	CL600/601 Challenger Falcon 50/900 G1159 Gulfstream 2/2B/3/4 Lockheed Jetstar (All Models) All Airliner Type Jets Such as Boeing 707 and similar type aircraft

SOURCE: AVDATA, INC., WICHITA, KS.

SEPTEMBER '91

USED RETAIL TURBOPROP DELIVERIES — NORTH AMERICA



FOR AUGUST OF 1991

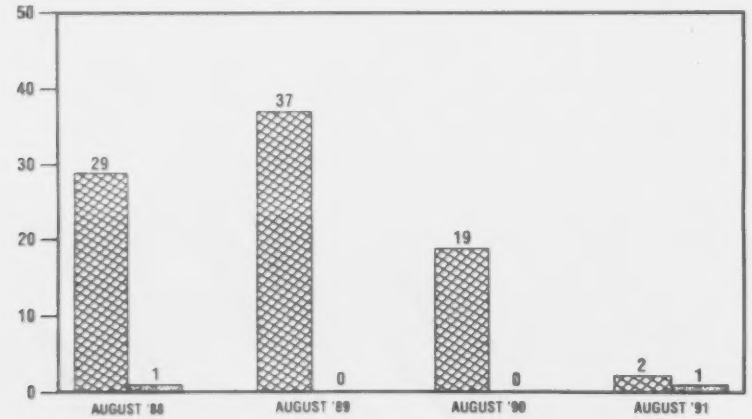
MEDIUM

Turbo Commander (All Models)
Beech 90 King Air (All Models)
Beech 100 King Air (All Models)
Beech 200 King Air (All Models)
Beech 300 King Air (All Models)
Cessna 400 SRS Conversions
Cessna 425/441/401/421
Mitsubishi MU2 (All Models)
PA31/PA42 Cheyenne (All Models)
Swearingen Merlin/Metro (All Models)

HEAVY

G159 Gulfstream I
All Airliner Type Turboprops
Such as F-27 Friendship and similar type aircraft

USED RETAIL TURBOPROP DELIVERIES — OUTSIDE NORTH AMERICA



FOR AUGUST OF 1991

MEDIUM

Turbo Commander (All Models)
Beech 90 King Air (All Models)
Beech 100 King Air (All Models)
Beech 200 King Air (All Models)
Beech 300 King Air (All Models)
Cessna 400 SRS Conversions
Cessna 425/441/401/421
Mitsubishi MU2 (All Models)
PA31/PA42 Cheyenne (All Models)
Swearingen Merlin/Metro (All Models)

HEAVY

G159 Gulfstream I
All Airliner Type Turboprops
Such as F-27 Friendship and similar type aircraft

SOURCE: AVDATA, INC., WICHITA, KS.

SEPTEMBER '91